



Pumpkin Marketing



P

- President of YOUR OWN company
- Pay yourself first
- Prizes and wonderful recognition of a job well done

U

- U are the boss so you get to choose the people with whom you work (don't have to put up with grumbly co-workers)

M

Money:

- 50% (or more) profit – double your money when you invest in inventory
- 4%-13% commissions earned on team building
- Additional 13% commissions earned as a Director, plus unit volume bonuses of \$500-\$5,000
- \$50 bonus on new qualified business associates
- Nationals and top directors are among highest-paid women in U.S.
- Tax benefits – house or lease payment, utilities, mileage, office supplies

P

Put yourself in the driver's seat of a BRAND NEW CAR:

- No lease payment
- Minimum insurance (Company pays the majority)
- Company pays for license tags

K

- Keep it simple, sugar: Customers buy from you; you purchase direct from Mary Kay

I

- Invest in yourself:
- Inventory for on-the-spot delivery; No 2nd trip; mailing expense or delivery = happy customer
- Imagine/Dream

N

- Not a pyramid - there is no middle man; Dual Marketing Plan gives you the option of earning money by selling the products and by team building
- No Quotas – work as much or as little as you want
- No Territories - sell anywhere within the U.S. and Puerto Rico/Guam
- No boss setting your hours or your pay
- No glass ceiling to break through – you are already the president and CEO of a major corporation – YOUR OWN!